

Development Team Qualifications

Attached please find resumes for the Development Team:

Matthew Maggiore, President

David Mann, Director of Construction

Jacquelyn Maggiore, Director of Real Estate Marketing,

Daniel Buckley, Chief Financial Officer.

Development Team:

For over 45 years, The Maggiore Companies have provided expert, skilled construction management and Developmentproperty development services across New England. Matthew Maggiore, President and David Mann, Director of Construction, who have each been with the company for over two decades, have been integral in strategically growing the operation to what it is today. Their expert knowledge of development and construction management has enabled them to expand Maggiore's multifamily residential development portfolio tremendously, totaling more than 650 units constructed and sold and leased since 2006. Dan Buckley, CFO, is instrumental in the pre-development and feasibility analysis phase of all projects and acts as Maggiore's Affordable Housing Consultant. Having sat on the Affordable Housing Committee for XXXX year in the Town of Acton, Dan is extremely familiar with the regulatory requirements of inclusionary housing in Massachusetts, and specifically knowledgeable with respect to the 40B process.

Relevant Project Experience:

PROJECT	YEAR COMPLETED	LOCATION	UNITS	INCLUSIONARY COMPONENT
Salem Place	2005	Woburn, MA	100	Woburn Housing Authority Inclusionary Housing Program
Heron Pond	2008	Wakefield, MA	107	40B Project (permitted by others)
Residences at the East School	Converted in 2014	Stoneham, MA	3	
Residences at Franklin School	Covered in 2015	Wakefield, MA	20	
Wakefield Station	2017	Wakefield, MA	60	Local Initiative Program
Davis353	2018	Somerville, MA	29	Local Initiative Program
Trouvaille	2019	Woburn, MA	112	Local Initiative Program
Rise475	2020	Reading, MA	29	40R Project

Design Team:

Harrison Mulhern is a 25-year-old year old architectural firm based in Winchester, MA. The firm's founder and principal, Chris Mulhern, and his experienced staff are committed to finding unique design

solutions that fulfill the needs of their clients by approaching each design project with careful consideration that yields highly customized results. Maggiore has worked with Harrison Mulhern on several successful commercial and residential projects throughout the years. The signature residential projects Maggiore and Mulhern have collaborated on are Wakefield Station, a sixty-unit mixed use development in Wakefield, MA and Lookout Lake Winnepesaukee, a forty-eight-townhome development in Laconia, NH.

Legal Team:

Paul Feldman has spent his entire legal career at Davis Malm and has served as firm president for fifteen years. He specializes in real estate acquisitions, leasing, permitting and financing but also has extensive experience working on environmental matters especially pertaining to wetlands permitting. Paul has been representing the Maggiore Companies for twenty-two years and has been an integral part of permitting all development endeavors.

Financing Team:

David Ault has been a Senior Vice President at Cambridge Savings Bank since 2005. He specializes in providing construction financing for commercial investment and residential development properties. The Maggiore Companies worked with David Ault to acquire construction financing on the Davis353 and the Rise475 projects. Cambridge Savings Bank provided a FHLB letter expressing interest in becoming the construction lender for the 1021-205 Massachusetts Avenue project.

Marketing Team:

Jacquelyn Maggiore has served as the Director of Real Estate Marketing for the Maggiore Companies for the past decade. She manages the development and implementation of marketing campaigns for all projects and acts as a liaison between the developer and the Real Estate Agent.

The Maggiore Companies have selected Compass- the Lynch/ McAdam's team for the sales of this project. Albert Lynch and Colleen McAdams have many years of experience in real estate sales and are very well respected in the brokerage community. Colleen McAdams worked with Maggiore to the successful pre-construction sale of all sixty units at Wakefield Station.

MATTHEW P. MAGGIORE

EXPERIENCE

2001-Present The Maggiore Companies Woburn, MA
Property Manager / Project Manager

- Property management of over 2 million square feet of commercial property, including scheduling of general maintenance, minor repairs, and maintaining tenant-landlord relations.
- Responsible for showing property to perspective clients, negotiating leases, and completing tenant construction fit ups.
- Work with senior construction personnel on the management of construction projects ranging from \$10,000.00 to \$20,000,000.00.

2006-Present Maggiore Construction Corp. Woburn, MA
President

- Manage the day to day operations of a medium-size construction and development firm with an annual volume of \$25,000,000.00 to \$35,000,000.00
- Oversee sProject Management and Estimating Department
- Pre-development and permitting of large scale residential and commercial projects for Maggiore property portfolio

EDUCATION

1997-2001	Skidmore College	Saratoga Springs, NY
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- Bachelor of Science in Business Management

2001-2003 Northeastern University Burlington, MA

- Construction Project Management

DAVID P. MANN

**39 Whiting Road
Oxford, MA 01540
dave@maggiore.co**

Experience :

MAGGIORE CONSTRUCTION CORP., Woburn, MA

June 2000 to Present – Director of Construction

June 1997 to June 2000 – Sr. Project Manager

Responsibilities Include:

- Manage field operations on all construction projects
- Oversight of all field construction personnel
- Oversight of design and estimating departments
- Oversight of project management personnel
- Project Scheduling and Coordination
- Pre-Construction
- Permit and approval processes
- Negotiate and administer Owner/Builder contracts.
- Completed contracts to date in excess of \$500 Million

H.W. Barss & Co., Inc. – Design/Build General Contractors, Southborough, MA

February 1987 to June 1997 – Sr. Project Manager

Tusha-Euper Construction Co., Lubbock, TX

May 1984 to January 1987 – Planning Coordinator – Project Manager

Education:

Texas Tech University – Lubbock, TX

B.S. in Engineering Technology – Construction Specialization, May 1985

Jacquelyn Evana Maggiore

(781) 718-2006 | jemaggiore@gmail.com

Education

Stonehill College, Easton, MA

May 2012

Bachelor of Science in Business Administration

Major: Management | **Minor:** Economics

Honors: Dean's List, Cum Laude

Work Experience

The Maggiore Companies, Woburn, MA

Director of Real Estate Marketing

January 2014 – Present

- Responsible for managing the marketing and real estate departments of a 45 year old development company.
- Oversees all communications, public relations and promotional activities for the organization and its in-house construction company.
- Manages the leasing activities of the entire Maggiore portfolio: including: scheduling tours, conducting showings, responding to RFPs, and negotiating throughout the leasing process.
- Collaborated with a team of graphic designers to develop entirely new branding and marketing collateral launched in 2019.

The New England Equestrian Championship

Co-Director of Advertising & Sponsorship

2013– Present

- Develops and implements a comprehensive fundraising and corporate sponsorship plan designed to secure financial support in excess of one hundred thousand dollars for a multi-day elite equestrian competition.
- Solicits, cultivates and executes year-round management of prospects and current donors including corporations, farms, and individuals.
- Develops proposals, sponsorship packages and contracts and manages the sponsor solicitation process.
- Creates and oversees the production of all promotional mailings, printed pieces and web/ social media communications as related to fundraising including the Prize List and Official Program.
- Manages all donor tracking and follows-up and handles all QuickBooks data entry, billing, payment receipt and end of the year accounting activities.

Parsons Commercial Group (PCG), Framingham, MA

May 2012 – January 2014

Associate Sales and Leasing Agent

- Represented both landlords and tenants in the sales/purchasing and leasing of multi-million dollar commercial office, industrial, and retail properties
- Prospected and met with new clients on sale and lease listings and for tenant representation assignments
- Assisted with the marketing and transacting of PCG listings, including: Scheduling tours, conducting showings, responding to RFPs, and negotiating for the client throughout the sales & leasing process
- Executed property and market surveys, developed a rapport with other listing brokers in the market, worked with property management division to coordinate tenant fit-ups for the space

Activities

Rosie's Place| Boston, *Volunteer*

1999 – Present

- Participate in special projects in support of a women's homeless shelter in Boston

New England and Florida AAA Equestrian Circuit, *Individual Equestrian Competitor*

1995 – Present

- Nationally ranked (top 3) amateur hunter rider
- Responsible for the care of multiple horses
- Compete regularly, committing many hours each week, year round to competition and practice
- Travel extensively throughout the year to compete in national competitions and accumulate points to qualify for finals

Skills and Professionals Affiliations

Language: Proficient in English, Conversational in Spanish, Conversational in American Sign Language

Computer: Microsoft Word, Excel, PowerPoint, Outlook, Adobe Photoshop

Social Media: Experienced in the social media platforms of Facebook, Twitter, and Instagram,

Professional Affiliations: Massachusetts Licensed Real Estate Broker